

INSTRUCTIONS

(Translated from the original Spanish instructions)

We are grateful for your participation and for your contribution to an Economics Department project. The sum of money you will earn during the session will be given privately to you at the end of the experiment. From now on (and until the end of the experiment) you cannot talk to any other participant. If you have a question, please raise your hand and one of the instructors will answer your questions privately. Please do not ask anything aloud!

These experiments consist of 50 periods. The rules are the same for all participants and for all periods. At the beginning of each period you will be randomly assigned to another participant with whom you will interact. None of you will know who the other participant is.

You and the other participant will simultaneously vote over a group of three questions. Each question has three possible results: 1) you win and s/he loses it; 2) you lose and s/he wins it; and, finally 3) ties occur. These results will determine the profits that yourself and the other participant will have in each period. Remember that the participant with whom you are interacting in each period is selected randomly in each period.

1. Information at the beginning of each period

At the beginning of each period you will be told your 'valuations' for each issue and the valuations of the participant you are matched with in that period. The valuation of each issue specifies how much you earn when you win that issue. The valuations of the other participant indicate how much s/he earns when s/he wins an issue. These valuations are expressed in terms of cents of Euro.

All valuations are multiples of 50 and add up to 600. The computer will select the valuations of each participant randomly at the beginning of each period. All possible combinations of valuations are equally likely. Remember that at the time of voting you'll know your valuations as well as the ones of the participant you are matched with.

2. Voting procedure

In each period you will have six votes that you will have to distribute among the different issues. After doing so you should press the 'OK' key. The participant with whom you are matched at each period has the same number of votes and has to distribute his/her 6 votes among the different issues at the same time as you. Consequently, when you vote you do not know the way in which the participant with whom you are matched has voted.

The following image is a screenshot of the moment in which you need to vote.

Periodo 1 Tiempo restante: 23

Dispones de 6 votos para repartir en las 3 cuestiones

	Cuestión 1	Cuestión 2	Cuestión 3
Tus valoraciones	50	200	350
Valoraciones del otro participante	50	50	500
Tus votos	<input type="text"/>	<input type="text"/>	<input type="text"/>

3. Voting result

The result on each voting procedure will be resolved by the following rule: if the number of votes you have assigned to an issue is

- ... higher than the number of votes of the other participant, you win the issue
- ... smaller than the number of votes of the other participant, you lose the issue
- ... equal to the number of votes of the other participant, ties occur

4. Profits in each period

In each period your profits will be equal to the sum of the valuations of all issues you win plus half the valuation of the issue you tie. Consequently, you will earn 0 for each issue you lose. For instance, if in the previous example your valuations are 350, 100 and 150 in issues 1, 2 and 3 respectively, you lose the first one, win the second one and tie the third one, your benefits in this set of issues would be: 0 in issue 1, 100 in issue 2 and 75 (half of 150) in issue 3.

5. Information at the end of each period

At the end of each period you will receive the following information:

- Your valuations in each issue
- Your votes in each issue
- The valuations in each issue of the participant you are matched with
- The votes in each issue of the participant you are matched with
- The issues you win, lose and tie
- Your profits

6. Final payment

At the end of the last period, the computer will randomly select 3 periods and you will earn the sum of the profits on those periods. Additionally you will be paid three Euros for having taken part in the experiment.

7. Control Questions

Before we start the experiment you'll have to answer a few questions on the computer that will check your understanding of the experiment. Should you have any doubt, please ask any of the instructors. When all participants have answered these questions, the experiment will start.

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These experiments consist of 50 periods. The rules are the same for all participants and for all periods. At the beginning of each period you will be randomly assigned to another participant with whom you will interact. None of you will know who the other participant is.

You and the other participant will simultaneously vote over a group of three questions. Each question has three possible results: 1) you win and s/he loses it; 2) you lose and s/he wins it; and, finally 3) ties occur. These results will determine the profits that yourself and the other participant will have in each period. Remember that the participant with whom you are interacting in each period is selected randomly in each period.

1. Information at the beginning of each period

At the beginning of each period you will be told your 'valuations' for each issue. You will only know your own valuations. The valuation of each issue specifies how much you earn when you win that issue. These valuations are expressed in terms of cents of Euro.

The possible valuations are summarised in the following table. You should consider all possible permutations. That is, looking at the first row, it is for instance possible that the valuations for issues 1, 2 and 3 are 50, 500 and 50 respectively (instead of 500, 50 and 50). As you can see, the valuations are multiples of 50 and add up to 600.

Issue 1	Issue 2	Issue 3
500	50	50
450	100	50
400	150	50
400	100	100
350	200	50
350	150	100
300	250	50
300	200	100
300	150	150
250	250	100
250	200	150
200	200	200

The valuations of each participant have been selected randomly by the computer. All possible combinations of valuations are equally likely. The valuations of each participant need not be equal; what is more, they will usually be different.

2. Voting procedure

In each period you will have six votes that you will have to distribute among the different issues. After doing so you should press the 'OK' key. The participant with whom you are matched at each period has the same number of votes.

3. Voting result

The result on each voting procedure will be resolved by the following rule: if the number of votes you have assigned to an issue is

- ... higher than the number of votes of the other participant, you win the issue
- ... smaller than the number of votes of the other participant, you lose the issue
- ... equal to the number of votes of the other participant, ties occur

For instance, if you vote in the following way:

	Issue 1	Issue 2	Issue 3
Your votes	3	1	2
His/her votes	0	4	2

You win Issue 1 given that you have assigned more votes (3) than him (0) in that issue; you lose issue 2 given that you have invested less votes (1) than him (4); and you tie issue 3 given that you have both invested the same number of votes (2).

4. Profits in each period

In each period your profits will be equal to the sum of the valuations of all issue you win plus half the valuation of the issue you tie. For instance, if in the previous example your valuations are 350, 100 and 150, according to the assignation of votes in Section 3 your benefits will be: 350 in issue 1, 0 in issue 2 and 75 (half of 150) in issue 3. As you do not know the valuations of the other participants you will not know his profits.

	Cuestión 1	Cuestión 2	Cuestión 3
Tus valoraciones	350	100	150
Tus votos	3	1	2
Votos del otro participante	0	4	2
Resultado	Ganada	Perdida	Empatada

Has ganado la 1a cuestión,
has perdido la 2a cuestión,
has empatado la 3a cuestión.

Por tanto tu ganancia en este periodo periodo es: 425

OK

5. Information at the end of each period

At the end of each period, as you can see in the previous screenshot, you will receive the following information:

- Your valuations in each issue
- Your votes in each issue
- The votes of the participant you have interacted with
- The issues you win, lose and tie
- Your profits

6. Final payment

At the end of the last period, the computer will randomly select 3 periods and you will earn the sum of the profits on those periods. Additionally you will be paid three euros for having taken part in the experiment.

7. Questionnaire

1. Circle the correct answer. When you have to vote....

- Do you know your valuations? YES NO
- Do you know the valuations of the participant you are matched with? YES NO
- Can your own valuations and his be different? YES NO
- Do you know who the other participant you are matched with is? YES NO

Imagine you have the following valuations and that you and the participant with whom you are matched vote in the way specified below

	Issue 1	Issue 2	Issue 3
Your valuations	150	250	200
Your votes	1	3	2
His/her votes	3	1	2

2. Who wins issue 1? YOU HIM TIES
3. Who wins issue 2? YOU HIM TIES
4. Who wins issue 3? YOU HIM TIES

5. How much do you win in issue 1? _____
6. How much do you win in issue 2? _____
7. How much do you win in issue 3? _____

8. What is your profit in this period? _____

9. How many periods will determine your final payment?

10. Your valuations (50, 500, 50), (500, 50, 50), (200, 200, 200) y (200, 250, 150) have the same probability

True

False

11. In all periods you are matched to the same person

True

False

12. You know the identity of the participant you are matched with

True

False

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These experiments consist of 18 periods. The rules are the same for all participants and for all periods. At the beginning of each period you will be randomly assigned to another participant with whom you will interact. None of you will know who the other participant is.

You and the other participant will decide over a group of three questions. Each question has three possible results: 1) you win and s/he loses it; 2) you lose and s/he wins it; and, finally 3) ties occur. These results will determine the profits that yourself and the other participant will have in each period. Remember that the participant with whom you are interacting in each period is selected randomly in each period.

1. Information at the beginning of each period

At the beginning of each period you will be told your 'valuations' for each issue and the valuations of the participant you are matched with in that period. The valuation of each issue specifies how much you earn when you win that issue. The valuations of the other participant indicate how much s/he earns when s/he wins an issue. These valuations are expressed in terms of cents of Euro.

All valuations are multiples of 50 and add up to 600. The computer will select the valuations of each participant randomly at the beginning of each period. All possible combinations of valuations are equally likely. Remember that at the time of voting you'll know your valuations as well as the ones of the participant you are matched with.

2. Negotiation

In each period you will be able to communicate with the person you are matched with through a chat window. Communication is free except that you are not allowed to identify yourself. If someone identifies himself, he will be excluded from the LeeX participants' list.

At any point during the negotiation, you can send proposals to the person with whom you interact that he should accept or reject. Also, you will have to accept or reject his proposals.

During the negotiation period, as you can see in the screenshots in the following page, the screen will be divided into three parts:

- **Chat.** In the left part of the screen there's a window in which you will see the messages that you and the person you are matched with have sent from the beginning of the period. In the inferior part of such window you can write messages and send pressing *enter*.

- **Send proposal.** In the upper right part of the screen there's a window through which you can send proposals to the person you are matched with. You have to select whether you win (Won), draw (Drawn) or lose (Lost) each of the issues. Once this is done for all the issues, you will be able to send your proposal to the person you are interacting with.
 - If the other participant rejects the proposal, you will have the opportunity of receiving/sending new proposals.
 - If the other participant accepts the offer, period will be terminated.

- **Accept o reject a proposal.** In the lower right part of the screen there's a third window through which you can accept or reject the proposals that the person with which you interact sends you. This proposal will specify the issues that you win (Won), draw (Drawn) or lose (Lost).
 - If you reject the proposal, you will have the opportunity of receiving/sending new proposals.
 - If you accept the proposal, period will be terminated.

Remember: Both in the proposals that you send and the ones you receive,

- **Won** means that you win and that the person you interact with loses,
- **Drawn** means that you and the person you interact with draw,
- **Lost** means that you lose and that the person you interact with wins.

Periodo 1 Tiempo restante: 113

	Cuestión 1	Cuestión 2	Cuestión 3
Tus valoraciones	450	100	50
Valoraciones del otro participante	150	250	200

Espacio de chat

Tu propuesta

Cuestión 1 <input type="radio"/> Ganada <input type="radio"/> Empatada <input type="radio"/> Perdida	Cuestión 2 <input type="radio"/> Ganada <input type="radio"/> Empatada <input type="radio"/> Perdida	Cuestión 3 <input type="radio"/> Ganada <input type="radio"/> Empatada <input type="radio"/> Perdida
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Enviar Propuesta

Quando el otro participante haga una propuesta, su propuesta aparecera aquí

3. End of the period

The period ends when one of the participants accepts the proposal done by the person he is matched with or alter the deadline of 4 minutes. During the maximum amount of time of 4 minutes, both you and the person with whom you will interact will be able to send proposals and accept or reject them. In the case that none of the participants accepts any proposal before the deadline, the outcome will be a draw in all issues. In the upper right side of the screen, you can check the second left to exhaust the time given to negotiate.

4. Profits in each period

In each period your profits will be equal to the sum of the valuations of all issues you win plus half the valuation of the issue you tie. Consequently, you will earn 0 for each issue you lose. For instance, if in the previous example your valuations are 350, 100 and 150 in issues 1, 2 and 3 respectively, you lose the first one, win the second one and tie the third one, your benefits in this set of issues would be: 0 in issue 1, 100 in issue 2 and 75 (half of 150) in issue 3.

In case of ties in all issues (this result is implemented when no proposals is accepted withithn 4 minutes), the payment to each participant will be 300 (this is because the sum of valuations for all participants is always 600).

5. Information at the end of each period

At the end of each period you will receive the following information:

- Your valuations in each issue
- The valuations in each issue of the participant you are matched with
- The issues you win, lose and tie
- Your profits

6. Final payment

At the end of the last period, the computer will randomly select 3 periods and you will earn the sum of the profits on those periods. Additionally you will be paid three Euros for having taken part in the experiment.

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Before we start the experiment you'll have to answer a few questions on the computer that will check your understanding of the experiment. Should you have any doubt, please ask any of the instructors. When all participants have answered these questions, the experiment will start.

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400	150	50
400	100	100
350	200	50
350	150	100
300	250	50
300	200	100
300	150	150
250	250	100
250	200	150
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 - If the other participant rejects the proposal, you will have the opportunity of receiving/sending new proposals.
 - If the other participant accepts the offer, period will be terminated.
- **Accept o reject a proposal.** In the lower right part of the screen there's a third window through which you can accept or reject the proposals that the person with which you interact sends you. This proposal will specify the issues that you win (Won), draw (Drawn) or lose (Lost).
 - If you reject the proposal, you will have the opportunity of receiving/sending new proposals.
 - If you accept the proposal, period will be terminated.

Remember: Both in the proposals that you send and the ones you receive,

- **Won** means that you win and that the person you interact with loses,
- **Drawn** means that you and the person you interact with draw,
- **Lost** means that you lose and that the person you interact with wins.

Periodo	1	Tiempo restante: 195		
Espacio de chat				
	Tus valoraciones			
	Cuestión 1	Cuestión 2	Cuestión 3	
	100	150	350	
Tu propuesta				
	Cuestión 1	Cuestión 2	Cuestión 3	
	<input type="radio"/> Ganada <input type="radio"/> Empatada <input type="radio"/> Perdida	<input type="radio"/> Ganada <input type="radio"/> Empatada <input type="radio"/> Perdida	<input type="radio"/> Ganada <input type="radio"/> Empatada <input type="radio"/> Perdida	
	Enviar Propuesta			

Periodo	1			Tiempo restante: 146
Espacio de chat				
Tus valoraciones		Cuestión 1	Cuestión 2	Cuestión 3
		100	400	100
Propuesta del otro participante		Cuestión 1	Cuestión 2	Cuestión 3
		<input checked="" type="radio"/> Ganada <input type="radio"/> Empatada <input type="radio"/> Perdida	<input type="radio"/> Ganada <input checked="" type="radio"/> Empatada <input type="radio"/> Perdida	<input type="radio"/> Ganada <input type="radio"/> Empatada <input checked="" type="radio"/> Perdida
		Aceptar		Rechazar

3. End of the period

The period ends when one of the participants accepts the proposal done by the person he is matched with or after the deadline of 4 minutes. During the maximum amount of time of 4 minutes, both you and the person with whom you will interact will be able to send proposals and accept or reject them. In the case that none of the participants accepts any proposal before the deadline, the outcome will be a draw in all issues and, hence, your payoff will be 300.

In the upper right side of the screen, you can check the second left to exhaust the time given to negotiate.

4. Profits in each period

In each period your profits will be equal to the sum of the valuations of all issue you win plus half the valuation of the issue you tie. For instance, if in the previous example your valuations are 350, 100 and 150, according to the assignation of votes in Section 3 your benefits will be: 350 in issue 1, 0 in issue 2 and 75 (half of 150) in issue 3.

5. Information at the end of each period

At the end of each period you will receive the following information:

- Your valuations in each issue
- The issues you win, lose and tie
- Your profits

6. Final payment

At the end of the last period, the computer will randomly select 3 periods and you will earn the sum of the profits on those periods. Additionally you will be paid three euros for having taken part in the experiment.

7. Questionnaire

13. Circle the correct answer. When you have to negotiate...

- Do you know your valuations? YES NO
- Do you know the valuations of the participant you are matched with? YES NO
- Can your own valuations and his be different? YES NO
- Do you know who the other participant you are matched with is? YES NO

14. Imagine you have the following valuations and that you and that you accepted the following offer:

	Issue 1	Issue 2	Issue 3
Your Valuations	150	250	200
	Won	Won	Won
Outcome	Drawn	Drawn	Drawn
	Lost	Lost	Lost

- How much do you win in issue 1? _____
- How much do you win in issue 2? _____
- How much do you win in issue 3? _____

- What is your profit in this period? _____

- How many periods will determine your final payment?
- Your valuations (50, 500, 50), (500, 50, 50), (200, 200, 200) y (200, 250, 150) have the same probability.
 - True
 - False
- In all periods you are matched to the same person.
 - True
 - False
- If after 4 minutes, neither you nor the participant you are matched with accepted any offer, we draw all the issues and each of us gets a payoff of 300.
 - True
 - False